

Message Text

UNCLASSIFIED

PAGE 01 STUTTG 00825 122247Z

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CCO-00 CIAE-00 OTPE-00

FCC-02 INR-07 NSAE-00 OC-06 USIA-15 COME-00

BIB-01 /051 W

-----131120Z 077013 /23

R 121453Z MAY 77

FM AMCONSUL STUTTGART

TO AMEMBASSY BONN

INFO SECSTATE WASHDC 3582

USDOC WASHDC

UNCLAS STUTTGART 825

E.O. 11652: N.A.

TAGS: BEXP, ETEL, ETRD, GW

SUBJ: FOREIGN BUYER PROGRAM: NON-TARIFF BARRIERS - INTELCOM 7 7

1. CONGEN OFFICER VISITED SEL MAY 9 FOR DISCUSSION OF INTELCOM FBP PROMOTION AND OF ANY POSSIBLE HINDERANCES TO THIS RED CARPET TOUR DUE TO GERMAN FEDERAL MINISTRY FOR POST AND TELECOMMUNICATIONS PROCUREMENT POLICIES WHICH ACT AS A NON-TARIFF BARRIER TO POSSIBLE IMPORT OF US EQUIPMENT ON DISPLAY IN ATLANTA. SEL TECHNICAL AND MARKETING OFFICIALS AGREED THIS GERMAN PROCUREMENT AND STANDARDS POLICY DID INDEED FORM A REGRETABLE NON-TARIFF BARRIER TO US PRODUCTS FROM INTELCOM, AND ALSO POSSIBLY TO OUR INTELCOM FBP TOUR, BUT STRESSED AS WELL THAT A SIMILAR IF NOT STRONGER NON-TARIFF BARRIER EXISTED IN US REFUSAL TO AGREE TO WORLD-WIDE TELECOMMUNICATIONS STANDARDIZATION POLICIES OF UIT (UNION INTERNATIONALLE DES TELECOMMUNICATIONS) IN GENEVA.

2. SEL NONETHELESS WILL PROBABLY SEND REPRESENTATIVES TO INTELCOM, LARGELY TO KEEP ABREAST OF WHAT NEW US UNCLASSIFIED

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PRODUCTS MAY BE AVAILABLE FOR PRODUCTION UNDER LICENSE IN GERMANY, REGARDLESS OF THE FACT THAT THEY THEMSELVES ARE A SUBSIDIARY OF AN AMERICAN FIRM (ITT). THEY SUSPECT ALSO THAT A STRONG REPRESENTATION TO THE BUNDESPOST IN BONN AND DARMSTADT OF OUR INTELCOM PACKAGE WOULD RESULT IN RECRUITMENT OF SOME TOUR PARTICIPANTS, BUT LARGELY FROM TECHNICIANS ATTEMPTING TO KEEP ABREAST

OF THE STATE OF THE TELECOMMUNICATIONS ART RATHER THAN
FROM PURCHASING AND PROCUREMENT MANAGERS.
JENKINS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, TELECOMMUNICATION, ELECTRONIC EQUIPMENT, COMMODITIES, TRADE CONTROLS, EXPORT LICENSES
Control Number: n/a
Copy: SINGLE
Sent Date: 12-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STUTT00825
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770169-0183
Format: TEL
From: STUTTGART
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770564/aaaacdhf.tel
Line Count: 65
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 0e8f3895-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 13-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2545579
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM: NON-TARIFF BARRIERS - INTELCOM 7 7
TAGS: BEXP, ETEL, ETRD, GE, US
To: BONN
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/0e8f3895-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
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